



# CITY OF LODI

## COUNCIL COMMUNICATION

**AGENDA TITLE:** Adopt Resolution awarding the contract for Radio Maintenance Service and Repair to Lagorio Communications (\$53,850)

**MEETING DATE:** December 20<sup>th</sup>, 2000

**SUBMITTED BY:** Information System Manager

**RECOMMENDED ACTION:** That the City Council award the two (2) year contract for radio maintenance service and repair for all backbone, emergency and non-emergency radio equipment, to Lagorio Communications, Manteca, CA for the amount of \$53,850 per year. This does not include the replacement of batteries and antennas.

**BACKGROUND INFORMATION:** At its November 15, 2000, meeting, the City Council authorized staff to go to bid for the radio system maintenance service and repair. The last contract expired on December 31, 1999 and was extended for one additional year. The City's radio equipment and backbone systems are exclusively Motorola brand and have been serviced by Motorola factory authorized technicians since the beginning.

The two current bids are higher than bids received during the last contract period (01/98-12/99). The current contract is with Delta Wireless. Delta Wireless's previous bid was well below market average, but Delta Wireless was willing to honor their bid.

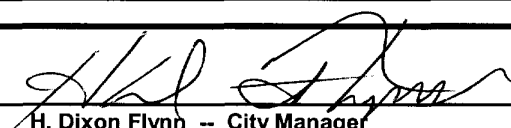
The City received bids broken down into three proposals: proposal one included backbone and emergency equipment, proposal two included all other radio equipment including Electric Utility, Public Works, Parks and Recreation, and other departments. The optional proposal three was for battery and antenna replacement. Staff is not recommending the contract to include antennas or batteries because these consumable items are no longer provided free of charge. Having equipment on contract eliminates the need to obtain three quotes each time equipment needs servicing and creates a consistent repair history.

It is highly desired by the City of Lodi that the contractor be currently a Motorola factory authorized service center (MSS -- Motorola Service Station) and maintain this status for the term of the maintenance agreement, but such designation is not mandatory. In lieu of being a Motorola factory authorized service center, a bidder must submit customer references, a company profile, and employee resumes specifying factory training.

Additionally, the contractor must show proof of acceptance by governmental entities in performing radio maintenance by:

1. Having been actively engaged in the installation, maintenance and repair of mobile radio equipment in the past five years (governmental references required);
2. Currently servicing and maintaining at least 25 base and 300 mobile and/or portable radios.

APPROVED: \_\_\_\_\_

  
H. Dixon Flynn -- City Manager



## CITY OF LODI, COUNCIL COMMUNICATION

Upon verification, Lagorio Communications has shown, that while it is has never been a Motorola factory certified service shop, it is readily capable, and maintains the necessary Motorola trained technicians, to adequately service and maintain the critical radio equipment required by the Police and Fire Departments.

The City received the following two bids calculated on a per year basis:

| 2000 Bidder               | Location | Back-bone and<br>Emergency<br>Equipment<br>(annual cost) | non-emergency<br>Equipment<br>(annual cost) | Batteries &<br>Antenna<br>Replacement     | Total Annual Cost<br>for All Equipment<br>(Excluding Batteries &<br>Antenna Replacement) |
|---------------------------|----------|--|---|---|--|
| 2000 staff<br>estimate    |          |  |   |   | \$35,000.00  |
| Lagorio<br>Communications | Manteca  | \$36,834.00  | \$17,016.00                                 | \$15,390.00                               | \$53,850.00  |
| Delta Wireless            | Stockton | \$42,156.00  | \$21,576.00                                 | 52% of cost<br>of equipment<br>on support | \$63,732.00  |

The following information is from bids received for Radio Maintenance Service and Repair in 1997. It is provided for comparison purposes.

| 1997 Bidder               | Location | Back-bone and<br>Emergency<br>Equipment<br>(annual cost) | non-emergency<br>Equipment<br>(annual cost) | Batteries &<br>Antenna<br>Replacement     | Total Annual Cost<br>for All Equipment<br>(Excluding Batteries &<br>Antenna Replacement) |
|---------------------------|----------|--|---|---|--|
| 1997 staff estimate       |          |  |   |   | \$45,000.00  |
| Ray's Radio               | Modesto  | \$38,017.20  | \$17,158.20                                 | Not bid                                   | \$55,175.40  |
| Delta Wireless            | Stockton | \$21,093.00  | \$11,526.00                                 | 52% of cost of<br>equipment on<br>support | \$32,619.00  |
| Lagorio<br>Communications | Manteca  | \$32,256.00  | \$15,096.00                                 | Not Bid                                   | \$47,352.00  |

Under this contract, the City will be billed monthly starting on January 1, 2001 and ending on December 31, 2002 with the option to renew the contract.

FUNDING: The operating accounts of each department. Funding Available:  
(Each department is currently budgeting moneys for radio maintenance and repair.)

*Cathy Mathie*  
Finance Director

Respectfully submitted,

*Stan Helmle*  
Stan Helmle  
Information Systems Manager

RESOLUTION NO. 2000-221

A RESOLUTION OF THE LODI CITY COUNCIL  
AWARDING THE CONTRACT FOR RADIO  
MAINTENANCE SERVICE AND REPAIR

WHEREAS, in answer to notice duly published in accordance with law and the order of this City Council, sealed bids were received and publicly opened on December 6, 2000 at 11:00 a.m., for Radio Maintenance Service and Repair, described in the specifications therefore approved by the City Council on November 15, 2000; and

WHEREAS, said bids have been compared, checked, and tabulated and a report thereof filed with the City Manager as follows:

| Bids Calculated on a Per Year Basis |          |  |   |   |   |
|-------------------------------------|----------|--|---|---|---|
| Bidder                              | Location | Back-bone and<br>Emergency<br>Equipment<br>(Annual Cost) | Non-Emergency<br>Equipment (Annual<br>Cost) | Batteries &<br>Antenna<br>Replacement     | Total Annual<br>Cost for All<br>Equipment<br>(Excluding<br>Batteries &<br>Antenna<br>Replacement) |
| 2000 Staff<br>Estimate              |          |  |   |   | \$35,000.00   |
| Lagorio<br>Communications           | Manteca  | \$36,834.00  | \$17,016.00                                 | \$15,390.00                               | \$53,850.00   |
| Delta Wireless                      | Stockton | \$42,156.00  | \$21,576.00                                 | 52% of cost<br>of equipment<br>on support | \$63,732.00   |

WHEREAS, the City Manager recommends award of the two-year contract for Radio Maintenance Service and Repair to include backbone and emergency and non-emergency radio equipment, excluding the replacement of batteries and antennas, be made to the lowest responsible bidder, Lagorio Communications, of Manteca, California, in the amount of \$53,850.00 per year.

NOW, THEREFORE, BE IT RESOLVED by the Lodi City Council that the award of the two-year contract for Radio Maintenance Service and Repair to include backbone and emergency and non-emergency radio equipment, excluding the replacement of batteries and antennas, be made to the lowest responsible bidder, Lagorio Communications, of Manteca, California, in the amount of \$53,850.00 per year.

Dated: December 20, 2000

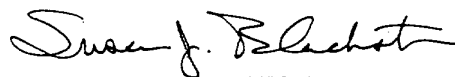
I hereby certify that Resolution No. 2000-221 was passed and adopted by the City Council of the City of Lodi in a regular meeting held December 20, 2000, by the following vote:

AYES: COUNCIL MEMBERS – Hitchcock, Howard, Land, Pennino and Mayor  
Nakanishi

NOES: COUNCIL MEMBERS – None

ABSENT: COUNCIL MEMBERS – None

ABSTAIN: COUNCIL MEMBERS – None

  
SUSAN J. BLACKSTON  
City Clerk